

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Ultradent Products

PARTNER/VAD NAME:

SECTION I - Approval Requests: Store + 20% (40% Total)

HQAPP Requests:

1. Store + 20 (total of 40%) - LJE
- 2.

TIER 1 Requests:

1. None
- 2.

TIER 2/3 Requests:

1. None
- 2.

Previously approved requests (include date of approval):

1. None
- 2.

SECTION II – Deal Summary:

Deal Summary	
Programs	146 Prof Users (2002 Suite Pricing), 88 employee users, 41250 electronic orders, 1 IDS, 102 db, 74 9iAS
License Discount	40 % (ebiz + 20 %)
Support Discount	40 % (ebiz + 20 %)
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO and Priscilla Morgan for review.
Support Options/Holds	N/A
Price Holds	N/A
List License	\$842,100
List Support	\$185,262
List Comp & Admin	N/A
Net License	\$129,599 Suite Pricing Migration
Net Support	\$168,152
Net Comp & Admin	N/A
Net Total Price	\$297,751
Price List Used	March 24, 2003



Customer History - Existing Price Holds	
Existing contractual discount (price hold)	% N/A
Date of Price List for price hold	N/A
When does price hold expire?	N/A
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	N/A
Name of Agreement if applicable	N/A

SECTION III - Justification:

Please approve store + 20% (40% total) for this migration to the eBiz suite. This is a highly competitive deal against JD Edwards to win the distribution and manufacturing footprint. JDEdwards has provided Ultradent with a license quote for \$90k. Ultradent's budget is \$110k. However, the CIO will select Oracle if we can get the license pricing to \$130k. In recognition of this concession, the CIO has agreed to be an Oracle application reference. This is a strategic account for the Rocky Mountain region as Ultradent is a well-known name in Salt Lake City.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *(fill in rep name and AVP name here)* **Glenn Seninger and Mike Arntz**
Field RM name if submitted by iSD: Michele Potter

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	4/15/03
Opportunity I.D. (OSO Number):	895137
Is this a ship order?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	April 30, 2003
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (<i>GB Use Only</i>)
MIGRATIONS OR UPDATES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify) _____
Referenced Agreement:	<input checked="" type="checkbox"/> New OLSA <input type="checkbox"/> Other (Specify) _____

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Ultradent Products
Business Address:	505 W 10200 S
City / State / Zip:	South Jordan, UT
Customer Contract Admin:	Erwin Fischer, IT Director
Phone #:	801-572-4200
Fax #:	
E-mail ID:	ferwin@ultradent.com
Billing Contact:	
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make:

OS:

PROGRAMS:

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Applications		
Will applications be modified:	Yes	<input checked="" type="checkbox"/> No
Will users be accessing modified Apps from the web:	Yes	<input checked="" type="checkbox"/> No
Have all prerequisites been included:	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Will users use Fast Forward RPM:	Yes	<input checked="" type="checkbox"/> No
Will applications be hosted:	Yes	<input checked="" type="checkbox"/> No
Indicate database that Apps will run on:	Oracle	
Indicate CSI for existing prerequisite database and tools:	N/a	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	N/A
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Layne Devereaux
Technology Sales Manager	Steve Schillingford
Account Manager	N/A
iSD Rep	Nancy McMahan, apps; Ash Hanhan, Tech
Education Sales Rep	N/A
Support Renewals Rep	N/A
Premium Support Rep	N/A
Migrations Manager	N/A
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: <u>Nancy McMahan</u> Business Telephone: <u>650-633-6535</u> Cell Phone: _____